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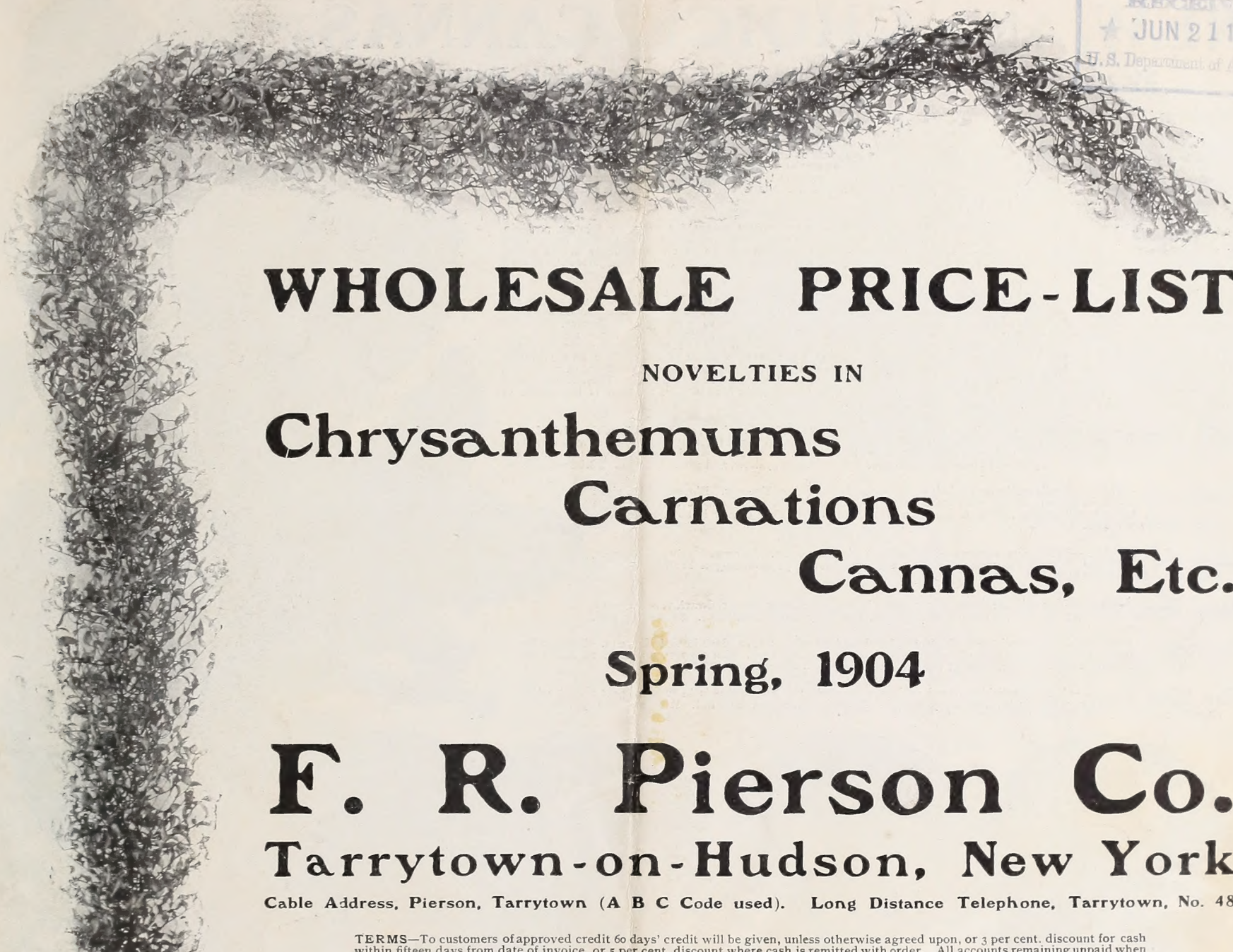
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WHOLESALE PRICE-LIST

NOVELTIES IN

Chrysanthemums

Carnations

Cannas, Etc.

Spring, 1904

F. R. Pierson Co.

Tarrytown-on-Hudson, New York

Cable Address, Pierson, Tarrytown (A B C Code used). Long Distance Telephone, Tarrytown, No. 48

TERMS—To customers of approved credit 60 days' credit will be given, unless otherwise agreed upon, or 3 per cent. discount for cash within fifteen days from date of invoice, or 5 per cent. discount where cash is remitted with order. All accounts remaining unpaid when due are subject to sight draft without further notice. New customers desirous of opening accounts with us must give satisfactory references as to their responsibility. Prices subject to change without notice

New Myrtle-leaved Smilax
For description, see page 11

NEW AND CHOICE CANNAS.

Strong Dormant Roots. February and March Delivery.

Rohallion.—This new variety, which we introduce this year for the first time, is an American seedling of great value. We consider this variety next to *Tarrytown*—which, without any exception, is the finest bedding plant in existence to-day—the showiest and most effective bedding canna ever introduced, and, being an entirely distinct color, it will be equally as valuable as *Tarrytown*. It is of very dwarf, compact habit, and is an exceedingly free bloomer, throwing up an unusually large number of flowering spikes, which grow to an even height, covering the plants with masses of brilliant flowers. It is one of the grandest of all cannas on account of its fine habit and great profusion of bloom. It is also an entirely distinct color, being a brilliant cerise-scarlet—entirely different from any of our other best sorts. Cannas are recognized as our best bedding plants, especially the dwarf, compact type. This variety is an exceedingly dwarf grower and an abundant bloomer; flowers are borne very evenly and well up above the foliage, covering the bed with a dense mass of the most brilliant flowers. **\$10.00 per 100.**

Buttercup.—Almost absolutely pure golden, or buttercup, yellow.—pure yellow except for the very faintest possible markings on the lower petal. Very free bloomer, producing large and handsomely formed flowers on large trusses, which are always bright and clean. This variety is valuable on account of its exceedingly bright color, and particularly so on account of its very dwarf habit, growing not over three feet high—giving us a *first-class dwarf yellow* sort. **\$6.00 per 100.**

Pennsylvania.—This is an extraordinarily grand canna in every way. Flowers are of gigantic size, measuring six inches in diameter,—much larger than *Italia* or any of the Italian varieties. The flowers are deep orange-scarlet round and full, and are thrown high above the foliage, making them very showy and effective. It is one of the most effective bedders we have. It is a very free bloomer, and bears a large number of flowers on each spike. It is also a very strong grower, and would be valuable on account of its beautiful and luxuriant foliage alone, which is tropical in its luxuriance, much resembling the Abyssinian Banana; but added to this are its gigantic flowers, borne in large clusters, towering on large branching flower spikes high above the foliage, and produced in the greatest profusion. Notwithstanding its immense size, it is as free a bloomer as any of our best standard sorts. The accompanying illustration, which is a photograph of a flower spike, does not give an adequate idea of its size, as it is impossible to reproduce its actual size in the limited space. **\$5.00 per 100.**

Mont Blanc.—This new white canna is the first good white variety that has ever been offered. It is of fine, dwarf, compact habit like *Mme. Crozy*, and produces beautiful large spikes of lovely creamy white flowers on strong branching stalks, producing fifteen to twenty flowering spikes in a season. It will be found indispensable in all fine canna collections, and is very effective planted in contrast with other dwarf crimson, yellow, and pink varieties. **\$2.00 per dozen.**

Floribunda.—This variety is well named, being an extraordinarily free bloomer. Flowers are bright yellow, slightly dotted with light red, the effect produced being almost a pure golden yellow. It is quite a tall grower, with a fine branching habit. Nothing equals it as a tall yellow canna. **\$6.00 per 100.**

Comte de Sachs.—Flowers very large and of the finest crimson-scarlet. An exceedingly free bloomer, flowers and trusses being borne very profusely, producing a brilliant mass of bright red. **\$10.00 per 100.**

Betsy Ross.—We consider this the finest pink canna. It is a fine, strong grower, dwarf, very compact, throwing the flowers up in dense masses, unusually compact and fine. **\$4.00 per 100.**

Pandora.—A rich dark-leaved variety—as highly colored and as glossy as a dark-leaved dracena. Besides its beautiful foliage, it is a large-flowered variety of the Italian type, with flowers as large as *Italia* or *Austria*, scarlet marked with orange,—almost the same color as *Mrs. Kate Gray*. **\$5.00 per 100.**

Mrs. Kate Gray.—A giant orchid-flowered variety, very similar to *Pennsylvania* in every respect except color, which is brilliant deep orange. Flowers are round and full. It is an equally free and abundant bloomer. **\$5.00 per 100.**



GOLD MEDAL, HIGHEST AWARD, PAN-AMERICAN EXPOSITION, 1901.
For Largest and Best Collection of Cannas.

HIGHEST AWARD FOR CANNAS, WORLD'S COLUMBIAN EXPOSITION, 1893.
Nine Bronze Medals,

NEW
GIANT-
FLOWERED
CANNA
PENNSYLVANIA.

CANNAS, Extra Choice Sorts.

Tarrytown.—*The finest of all Cannas.* This variety, which we introduced several years ago, is the finest canna for bedding grown to-day. No variety approaches it for display. The flowers are large, but its particular value lies in the earliness with which it blooms, the abundance of flowers produced, its branching habit, and the length of time the flowers remain after they open. Another point of superiority is the fact that the flowers are thrown well above the foliage, and the heads of bloom are held very evenly, and so freely produced that the foliage is almost hidden. One characteristic of this variety which largely gives it its value is its wonderful branching habit, two or three spikes of flowers being in bloom on the same stem at the same time, producing a mass of bloom. The flowers, which are an exceedingly brilliant carmine-crimson, have decidedly more substance than any other variety, and last for an unusually long time. The stem carries no withered, dried-up flowers, but is always bright, clean, and fresh. There is so much substance to the flowers that heavy wind and rain storms have no effect upon them, leaving them bright and fresh, when other varieties have been knocked to pieces. It is a fine, strong, healthy grower of moderate height. No variety compares with it in any way for a constant, continuous display; it is perfectly safe to say that it shows six times as many flowers for the same amount of space as any other variety. Notwithstanding the fact that this variety has been offered for several years, the demand for it has always exceeded the supply.

Mr. William Scott, Assistant Superintendent of Floriculture at the Pan-American Exposition, in a letter written us Oct. 2nd, 1901, stated, "I don't believe there has ever been a bed in the country with as much flower as your Tarrytown has had." The following extract is from a letter written us by Myron L. Parker, Medina, N. Y.: "I have just returned from a visit to the Pan-American, Buffalo. All flower effects looking fine there, especially the cannas, your exhibition far in the lead—*Tarrytown* the best of all." **\$8.00 per 100.**

Pierson's Premier.—This variety, which we introduced in 1896, still maintains its prominence as an ideal dwarf canna. It has proved to be one of the most popular cannas that has ever been sent out, on account of its fine dwarf habit and the great freedom with which it blooms. It is very dwarf, usually growing not over three feet high. The plants grow unusually compact, throwing up a remarkable number of flowering shoots, making it an exceptionally profuse and abundant bloomer. Carmine-scarlet, centre of the petals being very much darker and richer than *Queen Charlotte*, with a narrow gilt edge. **\$3.00 per 100.**

Sam. Trelease.—This is the most brilliant of all the scarlet cannas, being an intense vivid scarlet. Base of the petals is bright golden yellow, giving the flower a decided yellow centre. It is one of the earliest varieties to come into flower. It grows about three feet high, producing large branched spikes of flowers thrown just high enough above the foliage to show them off to the best advantage. **\$4.00 per 100.**

Secrétaire Chabanne.—Extra large deep salmon flower, the older flowers being suffused with a silvery lustre, shading lighter as they become older. An exceptionally large flower, and a beautiful bright color. An exceedingly early and free bloomer. **\$2.50 per 100.**

Robt. Christie.—Brilliant orange-scarlet. A tall, strong grower, and an exceptionally early and free bloomer. It has a remarkably large flower and an enormous truss. **\$2.50 per 100.**

Duke of Marlborough.—Darkest of all cannas,—very dark crimson. Very free bloomer and a tall, strong grower. Very desirable. **\$3.00 per 100.**

Luray.—A very fine pink variety, with flowers and trusses of the largest size; dark rose-pink. An exceedingly free bloomer, and a fine thing in every respect. **\$2.50 per 100.**

Martha Washington.—A grand pink canna with extra large flowers. Very deep, bright pink. Trusses are of the largest size. A grand variety. Very distinct and very superior. **\$3.00 per 100.**

Pres. Max Michelli.—This is the largest-flowered of all the dark-leaved varieties. Bright orange-scarlet, shaded carmine, with bright carmine splashings. Dwarf grower. **\$3.00 per 100.**

Mlle. Berat.—This is a pink canna of French origin. Dark carmine-pink. Heads of bloom are held erect and well above the foliage. A showy, effective bedder. Tall grower and exceedingly free bloomer. **\$2.50 per 100.**

Crimson Bedder.—Intense crimson-scarlet, dazzling in the extreme. An exceedingly free bloomer, quite dwarf in habit and very bushy, and when in flower makes a perfect blaze of color. **\$4.00 per 100.**

Florence Vaughan.—Flowers are of the largest size, brilliant yellow spotted with scarlet. This is the finest variety of its color, and the standard spotted sort to-day. **\$3.00 per 100.**

Alphonse Bouvier.—One of the earliest, showiest, and freest-blooming varieties. Tall grower; under good cultivation grows from seven to eight feet high. The heads of bloom are of the largest size, brilliant scarlet-crimson; very effective. **\$3.00 per 100.**



PHOTOGRAPH OF A FIELD OF *Tarrytown* CANNAS, GROWING IN OUR SCARBOROUGH NURSERIES.

Queen Charlotte.—Orange-scarlet, with a very broad golden yellow edge. **\$3.00 per 100.**

Fürst von Hohenlohe.—AN IDEAL YELLOW BEDDING CANNA. Almost pure yellow, with only a faint spot of crimson on the lower petal. Strong grower and free bloomer. **\$4.00 per 100.**

Improved Pillar of Fire.—An exceedingly brilliant variety,—fiery crimson-scarlet. It grows six to seven feet high, and is a very free and early bloomer. Invaluable for centres of beds. **\$2.50 per 100.**

Italia.—Deep golden yellow, centre of each petal reddish orange, the broad golden yellow margin dotted and splashed with same color. Exceedingly large flower. Free bloomer. **\$3.00 per 100.**

Mme. Crozy.—Scarlet, with golden edge. This variety is the one that tended to popularize this beautiful class of plants, and is still considered very desirable. **\$2.50 per 100.**

F. Neuvesse.—A fine dark-leaved variety; foliage is very handsome. Orange-scarlet flowers, showing a pinkish tinge on the older blooms. Tall grower and very free bloomer. **\$3.00 per 100.**

Chas. Henderson.—Crimson-scarlet; dwarf; fine habit. **\$2.00 per 100.**

Robusta.—Foliage dark chocolate-maroon. Not a large-flowering sort. The luxuriant foliage makes it desirable in sub-tropical gardening, where rich foliage effects are desired. **\$2.00 per 100.**

Philippe Rivoire.—Bright scarlet, mottled and tinged with carmine, with a very narrow golden margin. Rather tall grower with beautiful foliage. Free bloomer. **\$3.00 per 100.**

Souv. de Mme. Nardy.—A beautiful mottled variety—bright golden yellow, heavily spotted with the most intense scarlet. Tall grower. **\$2.50 per 100.**

Michel Favrichon.—An exceedingly free and early bloomer. Flowers are exceedingly large and very showy; bright orange, slightly shading to carmine and dotted with carmine. **\$2.50 per 100.**

L. Patry.—Orange-salmon, showing a pinkish sheen on the older flowers,—an entirely distinct color; very bright and effective. Large flower and truss. An exceedingly free bloomer. **\$2.00 per 100.**

Alsace.—Flowers at first are a light sulphur-yellow, changing to a rich creamy white. A tall grower and an immense bloomer, being loaded with blossoms all through the season. **\$2.00 per 100.**

Austria.—Deep canary-yellow, with the faintest possible scarlet markings on one of the petals. **\$2.00 per 100.**

Burbank.—Flowers of immense size; rich canary-yellow, with a few carmine spots in the throat. **\$2.00 per 100.**

THE CANNAS OFFERED ABOVE ARE STRONG DORMANT ROOTS FOR FEBRUARY AND MARCH DELIVERY.

BULBS FOR SPRING PLANTING, Etc.

Groff's New Hybrid Gladioli.

Awarded Gold Medal, Pan-American Exposition.

No collection of named gladioli can in any way compare with the magnificent hybrid seedlings here offered. In their preparation the most expensive named varieties were used without regard to their cost, comprising hundreds of new varieties practically unknown. So great is the diversity that the purchaser of a thousand bulbs will get few duplicates.

Gold Medal and Silver Trophy Strain, Section 1.—The newest red, scarlet, and crimson shades. \$4.00 per 100.

Gold Medal and Silver Trophy Strain, Section 2.—New white, light, and yellow shades in many combinations, relieved by stains and blotches of rich colors in the most pleasing contrast. \$5.00 per 100.

Gold Medal and Silver Trophy Strain, Section 3.—Rare blue and clematis, lilac and heliotrope shades, new hybrids of *Papilio major*, practically unknown in any set of seedlings offered elsewhere in the world. \$6.00 per 100.

Groff's Hybrid Seedlings.—All colors mixed; the most popular strain in America. \$2.00 per 100, \$18.00 per 1000.

Gladioli in Separate Colors.

White and Light	1.75	per 100, \$15.00 per 1,000.
Scarlet and Red	1.25	" " 9.00 " "
Yellow and Orange	3.00	" " " "
Pink and Rose	1.50	" " 12.00 " "
Striped and Variegated	2.50	" " 20.00 " "
Extra Superfine Mixed.—All colors mixed	1.25	" " 9.00 " "
Lemoine's Hybrids.—Finest mixed	1.50	" " 12.00 " "
Childs.—Giant hybrids, all colors mixed	2.00	" " 18.00 " "

Dahlias.

We have a superb collection of dahlias, finest named sorts, comprising **cactus** and **decorative** class, **large-flowering** or **show**, **small-flowering** or **pompon**, and **single-flowering** varieties. When selection of varieties is left to us, customers can rely on receiving a fine assortment. In ordering, state which classes are wanted, or, if desired, we will make up a collection comprising all the different classes. **Finest named sorts, \$8.00 per 100.**

Japan Lilies.

Lilium Auratum. —Bulbs 7 to 9 inches in circumference	6.00	per 100.
" 9 to 10 " "	9.00	" "
Lilium Album. —Bulbs 9 to 10 inches in circumference	9.00	" "
Lilium Melpomene. —Bulbs 7 to 9 inches in circumference	8.00	" "
Lilium Rubrum. —Bulbs 9 to 10 inches in circumference	9.00	" "

Tuberous-Rooted Begonias.

Having made arrangements with one of the largest and finest growers of Tuberous Begonias in Europe to supply us with his entire product, we are enabled to offer these bulbs at unusually low prices. Bulbs are first-class, running 1½-inch in diameter and up. The quality of the flower, notwithstanding the low price, is unusually fine. There is no finer stock to be had in Europe. Buyers will find it cheaper to buy here at our prices than to import their own stock direct.

Double, Separate Colors.—White, pink, scarlet, and yellow, \$5.00 per 100.
Single, 3.00

Gloxinias.

We handle these very largely, and our strain of *Hybrida Crassifolia Erecta Grandiflora* is unequalled, embracing an unusual proportion of spotted, white, pink, and other choice colors. Bulbs are of large size.

Finest Mixed.—\$4.00 per 100.

Separate Colors.—White; red; blue; red, bordered blue; white, bordered blue. \$5.00 per 100.

Tuberose Pearl.

We handle this very largely, exporting annually nearly a million bulbs—more than five carloads. Our bulbs are grown in the South, where the climate and soil are peculiarly adapted for their perfect development, and the stock we offer is the finest to be had anywhere.

Extra quality bulbs \$1.00 per 100, \$7.50 per 1,000.

Caladium Esculentum.

Bulbs 6 to 9 inches in circumference	3.00	per 100, \$25.00 per 1,000.
" 9 to 12 " "	6.00	" " 50.00 " "

CANNAS.—We have a very large assortment of the very choicest varieties. Full list and descriptions of same will be found on pages 2 and 3. We offer extra strong dormant roots for February and March delivery. Price list of pot-grown plants for summer bedding will be issued later.



PHOTOGRAPH OF A HOUSE OF OUR PREMIER VALLEY.

Lily of the Valley.

From Cold Storage, for March and April delivery.

Later can only be supplied in case lots, at an advance of 50 cents per case per month.

Pierson's Premier.—This is an extra selected quality of very fine sand-grown Berlin pips for early forcing. It forces early, and will give a large percentage of first-class spikes with a large number of bells. It is a quality that we sell largely, and one that gives universal satisfaction. It will be found more than worth the difference in cost between the price at which we offer it and price of *Extra Quality* offered below.

\$1.50 per 100, \$13.00 per 1,000, \$30.00 per case 2,500 pips.

Extra Quality.—This is an extra quality three-year-old Hamburg pip, and is the grade generally used for late forcing. It is grown on heavier soil than *Pierson's Premier* offered above, and cannot be forced as early as that grade.

\$1.25 per 100, \$11.00 per 1,000, \$25.00 per case 2,500 pips.

Astilbe, or Spirea.

Japonica.—Large imported clumps. Will make fine stock for flowering for Decoration Day. \$6.00 per 100.

Japanese Fern Balls.

Imported from Japan. One of the finest selling novelties ever introduced. The balls are made of the roots of the long-leaved *Davallia*, one of the most beautiful Japanese ferns, wound over a ball of sphagnum moss. They are in a perfectly dormant condition, but when watered and placed in a moist, growing temperature, they leaf out and grow very rapidly, and in a short time are covered with a luxuriant mass of the most beautiful foliage. They are a great curiosity, and florists will find a ready sale for them at a fine profit.

Extra sized balls (dormant), about 8 inches in diameter, \$3.00 per dozen, \$20.00 per 100.

Chinese Sacred Lily.

(*Narcissus orientalis*.)

This is a favorite bulb for retailing, as it makes a fine house plant, and is one of the best selling bulbs for this purpose. We offer the finest quality bulbs, grown in China, insuring a luxuriant growth and a remarkable profusion of flowers.

Basket (30 bulbs) for \$1.20; original bundle (120 bulbs) for \$4.00.

A FEW SPECIALTIES IN HARDY PLANTS.

HYBRID PERPETUAL ROSES.

We offer a grand lot of extra heavy field-grown plants. The varieties offered are the finest and best in cultivation.

- Gen. Jacqueminot.**—Bright crimson-scarlet, exceedingly rich and velvety. The buds and partly expanded flowers are beautiful. A strong grower and free bloomer.
- Paul Neyron.**—A grand rose. The flowers are immense, dark rose color, double and handsomely formed. Blooms all the season, and is unusually strong and vigorous.
- Magna Charta.**—Immense flowers. One of the largest roses grown. Rich dark pink. Superb.
- Margaret Dickson.**—White, with slight tinge of satiny rose; large and of excellent form. A superb variety.
- Mrs. John Laing.**—One of the finest varieties, blooming almost constantly. The buds are long and pointed, of the most beautiful shape; the open flowers large, full, and double, borne on long, straight stems. A lovely shade of delicate pink, exquisitely fragrant.
- Baron de Bonstetten.**—Velvety maroon, shaded with deep crimson; very dark and rich in coloring, and a grand rose in every respect.
- Prince Camille de Rohan.**—One of the richest dark crimson roses. It resembles *Gen. Jacqueminot* very much, but is much darker in color.
- John Hopper.**—Very profuse bloomer. One of the finest and freest blooming roses. Bright rose with carmine centre; large and full.
- Madame Gabrielle Luizet.**—A fine satin rose, inlaid with silvery rose, heightened at the centre. One of the sweetest and most beautiful roses.
- Baroness de Rothschild.**—Light pink, sometimes shaded with rose; very large; cupped form. Good exhibition sort.
- Fisher Holmes.**—Flowers crimson-scarlet; large, full and of perfect form. Free blooming and vigorous. Very beautiful.
- La France.**—Silvery rose, with a satiny sheen. No variety can surpass it in delicate coloring. Blooms continuously.
- Persian Yellow.**—Bright yellow—a color very scarce among hardy roses. Foliage is sweetly scented like the *Sweet Briar*.

Extra strong field-grown plants, \$12.00 per 100.

New Hardy Yellow Rose SOLEIL D'OR.

This is a fine, strong grower, producing superb conical-shaped buds, varying in color from gold and orange-yellow to reddish gold. The flower when expanded is very full, large, and globular, about three and a half inches in diameter, the petals in the centre being well incurved. It was awarded first prize at the Paris Exposition and numerous gold medals throughout Europe.

Strong field-grown plants, \$3.00 per dozen.

New White Hybrid Perpetual Rose FRAU KARL DRUSCHKI.

This is a queen among white roses. Flowers are of the largest size, pure snowy white, with very long buds, shell-shaped petals, opening large and full and of the most beautiful form. A continuous and free-blooming variety. Undoubtedly the finest hardy white rose in cultivation.

Strong field-grown plants, 50c. each, \$5.00 per dozen.

CRIMSON RAMBLER ROSES.

Nothing equals this variety as an all-round hardy garden rose, on account of its brilliant color, profusion of bloom, and length of time the flowers last. It may be used as a climber, or may be grown in large bush form; or, by tying down, can be used for bedding, and when grown in this way it is the showiest of all roses. When bedded out in masses, it makes one of the grandest displays it is possible to imagine. See illustration. We handle this in large quantities, and have a magnificent stock.

Strong field-grown plants, \$12.00 per 100; selected heavier plants, \$15.00 per 100.

New Pink Rambler DOROTHY PERKINS.

There has been a demand for a pink climbing rose as good as the *Crimson Rambler*, blooming at the same time. In offering *Dorothy Perkins* we believe it will prove as popular as that phenomenal variety in every way. It has exactly the same habit, the foliage is identical, and it is alike remarkable for the great freedom with which the flowers are produced. The only difference is in the color, *Dorothy Perkins* being a beautiful shell pink. The flowers are borne in large clusters, and are remarkable for their beautiful form and color and high quality. It is valuable not only as a climbing rose, but is a grand rose for bedding. Nothing can excel it for effectiveness when planted out in dense masses. A large bed of it exhibited at the Pan-American Exposition attracted an immense amount of attention, on account of its lovely color and the great profusion of bloom. \$3.00 per dozen.

New Single Rambler Rose LEUCHTSTERN.

This new single rose is exceedingly showy and attractive. It is a wonderfully free bloomer, with large single flowers, bright rose, with a large white eye. Habit of growth and foliage are similar to *Crimson Rambler*. Strong field-grown plants, 35c. each, \$3.50 per dozen.

MOSS ROSES.

Blanche Moreau.—By far the best white moss rose. Long, pointed buds, beautifully mossed.

Chapeau de Napoleon, or Crested.—Beautiful clear pink. Buds crested, opening into the centre of a heavy bunch of moss.

Strong field-grown plants, \$12.00 per 100.

RUGOSA ROSES (Japanese Single Roses).

Rubra.—Deep rose. **Alba.**—Pure snowy white.

Strong field-grown plants, \$12.00 per 100.

Rhododendron Maximum and Kalmia Latifolia.



Photograph of a Bed of Crimson Rambler Roses Exhibited by us at the Pan-American Exposition. When in full bloom it was estimated there were not less than 300,000 flowers open at one time.

STANDARD, OR TREE, ROSES.

We have a fine stock of hardy roses, grown in standard, or tree, form.

Crimson Rambler.—Nothing is so well adapted for growing in standard form. It makes one of the most attractive plants imaginable. \$6.00 per dozen.

Hybrid Perpetuals, Assorted Named.—Finest assortment. \$5.00 per dozen.

New Red Large-Flowered Clematis VILLE DE LYON.

This new red clematis, which was first exhibited at the Paris Exposition in 1903, where it was awarded a gold medal, is a new variety of great merit. It is of the *Jackmanni* type, with the same vigorous habit of growth and has the same free-flowering characteristics. The flowers are of the largest size, bright carmine. A decided acquisition, and the best red clematis ever introduced. \$9.00 per dozen.

CLEMATIS.

Large-flowering varieties,—*Jackmanni*, *Henryi*, *Duke of Edinburgh*, *Hybrida Sieboldi*, etc.

Strong two-year-old field-grown plants, \$3.50 per dozen; \$25.00 per 100.

AMPELOPSIS VEITCHII ROBUSTA PURPUREA.

A new variety, remarkable on account of its vigorous growth. A stronger grower than the common *Veitchii*, with much larger leaves, of a bluish metallic green, turning to a brilliant purplish red in the fall. A great improvement on *Ampelopsis Veitchii*. \$6.00 per dozen.

AMPELOPSIS VEITCHII (Boston Ivy).

Extra strong field-grown plants, \$15.00 per 100.

ARISTOLOCHIA SIPHO (Dutchman's Pipe).

Extra strong field-grown plants, \$3.50 per dozen.

HYDRANGEA PANICULATA GRANDIFLORA.

We offer a grand stock of extra heavy field-grown plants of this, one of the most useful hardy shrubs in cultivation. \$12.00 per 100.

—These are now largely used in all extensive plantings, and we are prepared to furnish a very superior quality of stock in carload lots at very low rates. We can supply magnificent plants, well budded, ranging in height from two to six feet.

NOVELTIES IN CARNATIONS.



NEW CARNATION FLAMINGO.



WHITE LAWSON.

WHITE LAWSON.

When one considers that about a third of all the carnations grown to-day are *Lawson*, the value of a *white Lawson* will be apparent at once, and it undoubtedly will stand as far ahead of all white carnations as *Lawson* stands ahead of all pink carnations for commercial or private use. Nothing need be said in praise of *White Lawson* except to state that it is a true sport of *Mrs. Thomas W. Lawson* and as good as that variety in every respect, and has all its remarkably free-blooming qualities, but is pure white. No extended description is necessary: its value will appeal at once to every carnation grower.

This originated with Mr. Charles H. Allen, Floral Park, N. Y., one of our most expert growers, and recognizing at once its great value to the trade, we purchased his entire stock. As there are other stocks of *White Lawson* offered, order from us in order to secure this superior stock, as we control Mr. Allen's entire stock.

DAHEIM.

This is a wonderful improvement over any other crimson carnation in cultivation to-day.

It was raised by W. C. Russell, Supt. for C. F. Dieterich, Esq., Millbrook, N. Y., from whom we purchased the entire stock. The flowers are of mammoth size, averaging fully three and one-half inches in diameter, of splendid shape, compact, well built up in the centre, and possessing magnificent keeping qualities. It never shows the slightest tendency to go to sleep. The color is that desirable shade of crimson called the Harvard color—crimson, slightly shaded with maroon—wonderfully brilliant in the sunlight or artificial light. The flowers are also very fragrant, having a decidedly strong clove fragrance.

The habit of the plant, foliage, freedom of bloom, stem, etc., are after the style of *Mrs. Thos. W. Lawson*; in fact, it might be called a *crimson Lawson*, as it has all the characteristics of that variety as far as freedom of flowering, habit of growth, foliage, etc., are concerned. It has a grand stiff stem, holding the flowers perfectly erect, the calyx never bursts, it is a very free and abundant bloomer and develops very quickly. We know of nothing in crimson carnations that approaches this in any way, and we believe it will become in crimson carnations what *Lawson* is in pink.

FLAMINGO.

This new scarlet carnation created a sensation at the Carnation Convention in Brooklyn, March, 1903.

It is a phenomenal scarlet carnation, and is certainly a great advance in this color. It ranks in size and quality with *Mrs. Thos. W. Lawson*, *Enchantress*, and *Prosperity*. There is nothing in scarlet carnations that approaches it in size, flowers being of mammoth size, measuring three and one-half to three and three-fourths inches in diameter, very full and splendidly formed, with a perfect calyx which never bursts, borne on long, strong, stiff stems. It is a free, early, and continuous bloomer, with a fine habit, good keeper and shipper.

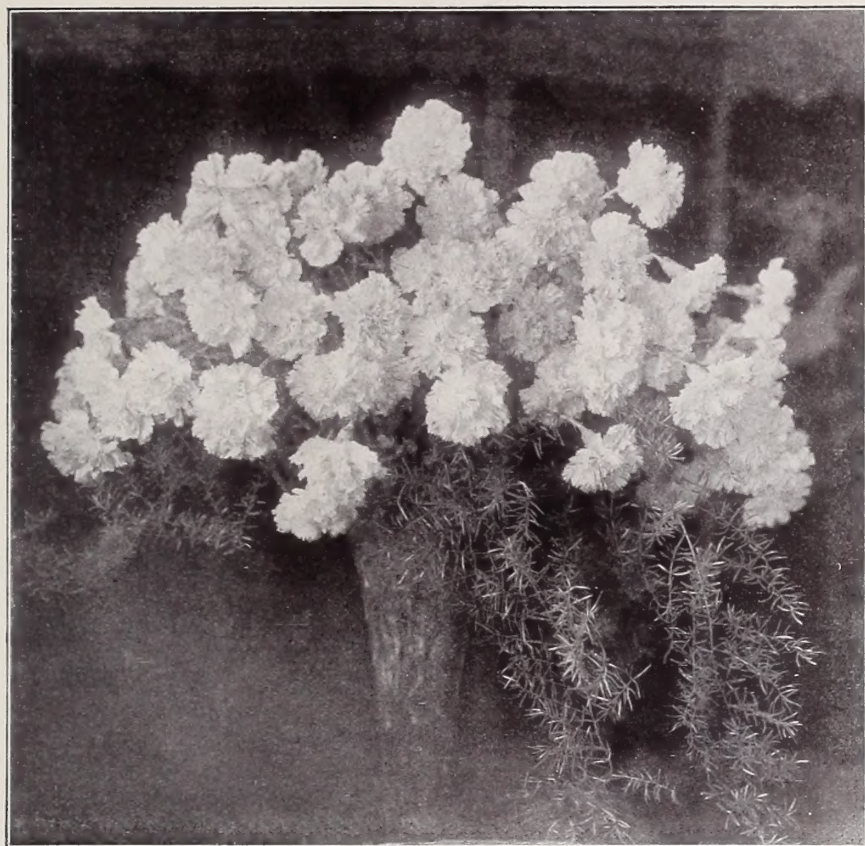
It was awarded the *Lawson* silver medal and the S. A. F. silver medal, scoring 90 points, at the Carnation Convention in Brooklyn.

NELSON FISHER.

An improved Lawson. It is an easier doer than *Mrs. Thomas W. Lawson*, without the objectionable characteristics of that variety, and is superior to it in every respect. It has a stronger and more vigorous constitution and a more pleasing color,—brilliant pink, having more orange and showing none of the magenta shade, which at times is quite pronounced in *Lawson*. The calyx is not so liable to split, while the habit of growth and freedom of bloom are all that could be desired.

Above four sorts, \$12.00 per 100, \$100.00 per 1,000.

PRICES QUOTED ABOVE ARE FOR STRONG ROOTED CUTTINGS FOR FEBRUARY AND MARCH DELIVERY.



PHOTOGRAPH OF A VASE OF MRS. M. A. PATTEN, EXHIBITED NOVEMBER, 1903.

Mrs. M. A. Patten.—This is the finest variegated carnation ever introduced, and for value and beauty is in the *Enchantress* and *Lawson* class. It will supersede *Mrs. George M. Bradt*, as it will outbloom that variety two to one, and has a much longer and better stem, giving fine long stems very early in the season. It is a very vigorous grower, and the habit of the plant is ideal. The flowers are of the largest size—three to three and a half inches in diameter—and very fragrant. The ground color is pure white, beautifully marked with pink—just enough to make the flower chaste and attractive. A beauty and a grand commercial sort. **\$12.00 per 100, \$100.00 per 1,000.**

Albatross.—A new white carnation, its most striking characteristic being its grand stem and unusual purity of color. One is particularly attracted by the manner in which the flowers are carried,—perfectly erect on fine, strong, rigid long stems. Flowers are of large size—three inches in diameter,—pure snowy white, of exquisite fragrance, with a perfect calyx which never bursts. Foliage is of the *Lawson* type, producing no grass. Scored 90 points at the Carnation Convention in Brooklyn, March, 1903. **\$10.00 per 100, \$75.00 per 1,000.**

Enchantress (*The Queen of Carnations*).—This is truly a queen among carnations on a count of its immense size, magnificent color, fine strong stem, and early, free, and continuous blooming habit. The color is magnificent—one that has long been wanted in a large-sized flower,—a beautiful shade of light silvery pink, deepening toward the centre—a *Darbreak* color. Besides its beautiful and desirable color, the flower is enormous—three and a half to four inches in diameter, when fully developed measuring four inches. The enormous blooms are borne on stiff stems two to three feet in length, which hold the flowers perfectly erect. It does not burst the calyx during the short, dark days of winter or at any other season. It does best in a temperature of 50° to 52°. It is a very early, free, and continuous bloomer, an ideal grower, very healthy, and of vigorous constitution. It needs no special culture to develop its magnificent blooms, producing quite as freely as any carnation grown. The flowers sell at sight for the highest prices, and "enchant" all who see them. It is a splendid keeper and shipper. **\$6.00 per 100, \$50.00 per 1,000.**

Fair Maid.—A great acquisition. Light silvery pink, having a delightful clove fragrance. Particularly fine during the spring, summer, and fall months, when it excels all other varieties. A great favorite in the Boston market, where it commands the very highest prices and is proving an exceedingly profitable and desirable carnation. The Committee of the Massachusetts Horticultural Society thought so highly of it that they awarded it their silver medal. **\$4.00 per 100, \$30.00 per 1,000.**

Mrs. Thomas W. Lawson.—Deep cerise-pink. By far the best dark pink carnation, and the only one in its color worth growing to-day. Grown more largely than any other one carnation. **\$3.00 per 100, \$25.00 per 1,000.**

Boston Market.—For an everyday bread-and-butter white carnation, plant *Boston Market*. The standard commercial white variety in the Boston flower market. A marvel for early, free, and continuous blooming. Will pay more per square foot than any other standard white sort. Fine large flowers two and a-half to three inches in diameter, with fine stiff stems. A money-maker. **\$4.00 per 100, \$30.00 per 1,000.**

The Queen.—An exceedingly free-blooming white carnation. A rival of *Boston Market* as a free-blooming, productive, and profitable commercial white carnation. **\$5.00 per 100, \$40.00 per 1,000.**

White Bradt.—Similar, except color, to *Mrs. George M. Bradt*, from which it is a sport. Flowers creamy white, very large and full and deeply fringed. **\$6.00 per 100, \$50.00 per 1,000.**

Prosperity.—Not surpassed by any other variety for beauty or size. An immense flower, white, lightly mottled with pink, deepening toward the centre. Indispensable. **\$3.00 per 100, \$25.00 per 1,000.**

Mrs. George M. Bradt.—Clear white, heavily edged and striped with bright scarlet. Flowers of the largest size. The standard variegated sort. **\$3.00 per 100, \$25.00 per 1,000.**

Adonis.—A magnificent flower, intense scarlet, of the largest size, with grand stems holding the flowers stiff and erect. When well grown this is magnificent. **\$8.00 per 100.**

J. H. Manley.—The best and most profitable of the older scarlet varieties. An exceedingly free and early bloomer. **\$3.00 per 100, \$25.00 per 1,000.**

Harlowarden.—Flowers very large, bright crimson. An unusually strong grower with very long stems. **\$6.00 per 100, \$50.00 per 1,000.**

Harry Fenn.—We consider this the very best of the older crimsons. An exceedingly free bloomer and grand color. **\$4.00 per 100, \$30.00 per 1,000.**

Dorothy Whitney.—This is decidedly the best yellow carnation. Deep yellow, with faint markings of light pink. **\$5.00 per 100, \$40.00 per 1,000.**



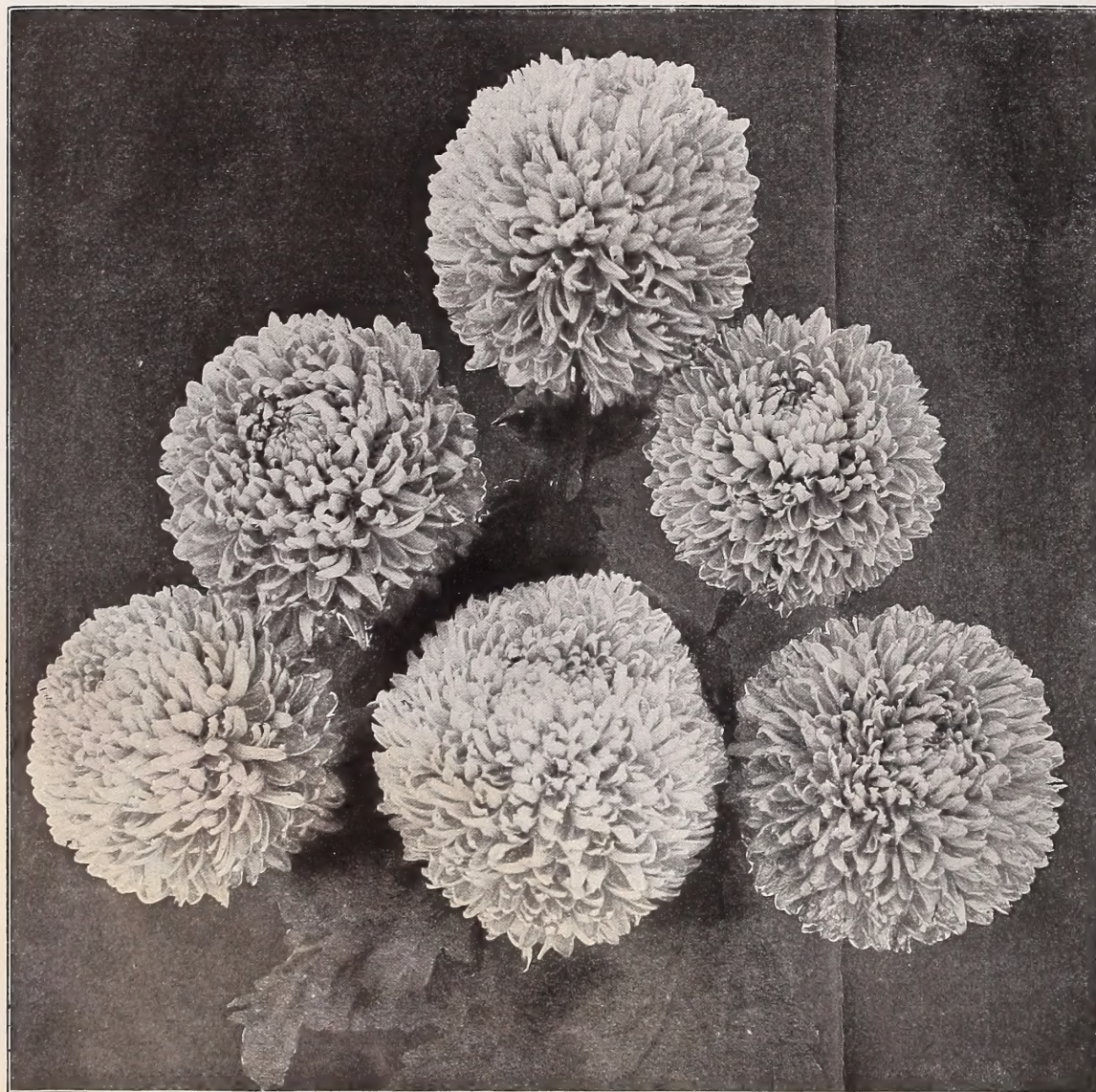
ENCHANTRESS, THE QUEEN OF CARNATIONS. (Actual size of flower.)

PRICES QUOTED ABOVE ARE FOR STRONG ROOTED CUTTINGS FOR FEBRUARY AND MARCH DELIVERY.

New Pink Chrysanthemum, Dr. Enguehard

THE FINEST COMMERCIAL PINK CHRYSANTHEMUM EVER INTRODUCED

We take great pleasure in offering this exceedingly valuable new pink chrysanthemum, *Dr. Enguehard*, which is a long step ahead in pinks. *Col. D. Appleton*, which we introduced in 1900, has proved the finest yellow chrysanthemum for midseason ever sent out, and we are certain that *Dr. Enguehard* will become more valuable than that variety, because, while it is equally as good a flower, it will be more valuable on account of the scarcity of really good pink varieties, and it will displace all other midseason pinks that have been grown heretofore. It is as fine a pink chrysanthemum as *Col. D. Appleton* is a yellow or *Timothy Eaton* a white.



It is an ideal commercial bloom,—of the largest size, well built up in the centre, exceedingly full and double, and of fine globular form—something that has long been wanted in pink chrysanthemums. The form and shape of the flower are well shown in the accompanying illustration, which is a photograph of the prize-winning vase which was shown by us at New York, where

We were Awarded First Prize for the Best Six Blooms, any Pink Variety

Color is ideal,—rose-pink with silvery reverse. It does not fade when exposed to sunlight, and it is not necessary to take first crown bud in order to get a perfect flower. Flower is perfectly double under all conditions. It comes best on terminals, which should not be taken earlier than August 20th. The flower is of splendid substance; a grand keeper and a first-class shipper. Stem and foliage are perfect, foliage coming right up to the flower. It is an easy "doer," producing uniformly large, perfect blooms. It is a medium grower, growing about four feet in height.

It is a Phenomenal Variety in Every Respect

There is nothing that will approach it for profit in the hands of the average grower.

It was **Certificated** by the **National Chrysanthemum Society of America**, at New York, Chicago, Philadelphia, and Cincinnati,

Scoring as High as 95 Points Commercial Scale.

We have laid particular stress upon its value as a commercial variety. It is equally valuable for exhibition, and will doubtless occupy as important a position on the exhibition tables as *Col. D. Appleton* and *Timothy Eaton* have.

We have a fine stock ready for immediate delivery.

\$5.00 per doz., \$30.00 per 100

CHRYSANTHEMUMS

NEW AND SCARCE SORTS.

Mrs. E. Thirkell.—The king of yellow chrysanthemums. A sensational variety. Makes grand enormous blooms with long, drooping florets, fully ten inches in length. Dwarf, sturdy habit. This will beat *Col. D. Appleton* every time. **\$10.00 per 100.**

Lord Salisbury.—This can be grown to enormous size, with flowers of great depth; can be grown ten inches in diameter and ten inches or more in depth. Petals are very narrow and exceedingly long, drooping gracefully, forming a most beautiful flower. It varies somewhat in color, but usually comes yellow, more or less tinged with bronze. **\$10.00 per 100.**

W. R. Church.—A magnificent incurved crimson flower, reverse of petals buff. Flowers are of mammoth size and of splendid form and finish, with fine habit and foliage, and, unlike most other crimson varieties, is very easily grown. Plant is of dwarf habit, with fine stem. This is a very attractive chrysanthemum on account of the beautiful contrast between the brilliant crimson on inner side of petals and the golden tips on the reverse of the petals. This should prove to be a fine commercial sort, and it is also a grand exhibition chrysanthemum on account of its fine form, large size and striking color. Extra good in every way. **\$15.00 per 100.**

Mabel Morgan.—A very beautiful flower of the largest size and of very distinct form, having a light, graceful appearance. Color, beautiful lemon-yellow. While this might not prove a valuable shipping variety, it certainly will be a great favorite for home use, as it is one of the most beautiful varieties and has great decorative value. It is a fine keeper, and remains in season an unusual length of time. Very distinct and desirable. **\$8.00 per 100.**

C. J. Salter.—This is a monster Japanese variety; can easily be grown ten inches in diameter; produces the very largest type of exhibition blooms of incurved compact form. Flowers lovely shade of canary-yellow. Grand Stem and foliage, and splendid habit. Of medium height, growing about four feet high. This is also a good commercial sort. **\$8.00 per 100.**

Mrs. J. C. Neville.—An immense globular white Japanese variety of great substance. Can be grown ten inches across and as much in depth. Pure white, showing a slight pinkish tint in the center. When finely finished is superb; has been pronounced finer than *Mrs. H. W. Weeks*. **\$8.00 per 100.**

Convention Hall.—An exceedingly pure white flower of the very largest size. One of the finest and most distinct of all white chrysanthemums. When well grown it is a superb variety and unsurpassed. **\$10.00 per 100.**

Mrs. George Mileham.—A superb variety. Flowers very large, with fine broad, smooth incurving petals. Color, bright rose-pink with silvery reverse, a lovely color. An easy grower of good habit. A grand exhibition sort. **\$8.00 per 100.**

Yellow Timothy Eaton (*Dr. Oronhyatekha*).—This is an exact duplicate of *Timothy Eaton* except in color, which is bright lemon-yellow. Grand for exhibition or commercial use. **\$6.00 per 100.**



YELLOW TIMOTHY EATON.



MRS. T. W. POCKETT.

Mrs. T. W. Pockett.—This is one of the most beautiful yellow chrysanthemums ever introduced. Flowers are of the largest size—as large as the largest *Mme. Carnot*, but with a much better stem and foliage. Habit of the plant is ideal—dwarf and exceedingly robust. Deep canary-yellow, with long, drooping florets. Very graceful in form. A magnificent exhibition variety. Take first crown bud about the third week in August. **\$8.00 per 100.**

Mme. Cadbury.—A beautiful creamy white chrysanthemum, forming a large, deep, ball-shaped flower, at the same time very beautiful and graceful in form. Forms a large, solid, well-built-up bloom, coming into bloom middle to last of November. Extra good. **\$10.00 per 100.**

Durban's Pride.—An enormous Japanese variety, building up a bloom of ideal exhibition form. Color is a pleasing shade of light mauve-pink. Suitable for exhibition only. **\$6.00 per 100.**

Charles Longley.—Long, broad incurved florets of great substance. Deep rosy purple with silvery reverse. **\$10.00 per 100.**

Millicent Richardson.—Purplish claret. A massive flower of the largest size. The finest and most attractive of its color. Indispensable for exhibition purposes. A dwarf, vigorous grower, coming into perfection November 1st. **\$8.00 per 100.**

John Pockett.—A large, bold, incurving flower; inner side of petals bright terra cotta, outer petals incurving completely, showing almost entire reverse of petals, which are bright buff or nankeen. Very odd and distinct, and very useful on that account for exhibition purposes. It will prove very desirable in certain decorative work where odd and subdued Japanese effects are wanted. Very peculiar and striking flower. **\$10.00 per 100.**

Godfrey's King.—A greatly improved *Chenon de Leche*. Very odd and peculiar.—rosy terra cotta shaded with yellow. Desirable in collections for exhibition. **\$10.00 per 100.**

Queen Alexandra.—Pinkish salmon—very odd and distinct. A large, bold, striking flower. Desirable for exhibition purposes. **\$10.00 per 100.**

Mlle. Marie Liger.—An extra large globular Japanese variety with broad petals. Pearl pink, deepening to rosy lavender. Stem and foliage perfect. A beautiful flower when perfectly grown and finished. In bloom last of October. **\$6.00 per 100.**

Merza.—A grand white variety, especially for exhibition. Pure white; very large, bold, handsome flower, incurving, of splendid form and finish, purity of color leaving nothing to be desired. Owing to its dwarf habit and perfect foliage, it is unexcelled for pot culture. Grows two and a-half to three feet high. **\$6.00 per 100.**

H. J. Jones.—A mammoth crimson variety; color, richest glowing crimson. Large flower measuring nine to ten inches in diameter and about six inches in depth, with long drooping petals. **\$8.00 per 100.**

AM GARD.

CHRYSANTHEMUMS, Extra Choice Sorts.

A. J. Balfour.—This extra fine pink chrysanthemum is in great demand on account of its lovely color. It is an exquisite shade of pink—much brighter and clearer than *Mrs. Perrin*,—and flower is very much larger and fuller. It is a fine, strong grower, with splendid stem and foliage. This variety is exceedingly valuable, and we can recommend it very highly. The finest midseason pink. **\$6.00 per 100.**

Alice Byron.—A magnificent snow-white flower of large size and most perfect finish. An ideal grower, of dwarf habit, and a good keeper and shipper. An extra choice variety in every respect. Midseason, coming into bloom just after *Mrs. Henry Robinson*. **\$6.00 per 100.**

Monrovia.—The best extra early yellow chrysanthemum; can be cut September 25th to October 1st. It is equally as early as *Polly Rose* or *Glory of the Pacific*, and ten to fifteen days earlier than *Soleil d'Octobre*, the next earliest yellow. Flowers are of very high quality—as good as *Col. D. Appleton*. We can recommend this very highly, as it has been thoroughly tried, so that its value is thoroughly established, and in buying this buyers will get something that will be sure to give satisfaction. **\$4.00 per 100.**

Mrs. Coombes.—An extra fine very early pink variety of the largest size, blooming after *Glory of the Pacific* and before *Pink Ivory*. Color, beautiful rose pink, resembling *Vivand Morel* in color and also in style, but the petals are broader. It is a fine dwarf grower. First-class pink chrysanthemums are scarce, and this variety is exceedingly valuable on account of its earliness, large size and high quality. Use second crown bud. **\$4.00 per 100.**

Col. D. Appleton.—This variety, which we introduced in 1900, has proved to be the finest yellow chrysanthemum for midseason ever set out. It is equally desirable for exhibition or for commercial purposes. Flower is a magnificent Japanese incurved, bright yellow in color, of great depth and solid build, not showing any centre, the lower florets reflexing to the foliage. It produces a good flower from every stem, and flowers are of uniform size. Can be cut from October 25th to November 15th. Use second crown bud. **\$3.00 per 100.**

Golden Wedding.—Flower of mammoth size, deep golden yellow, carried erect on strong, straight stem. An extra fine exhibition variety. There is hardly anything that approaches this in its season as a late yellow. Grand blooms can be had from November 15th to Thanksgiving. **\$4.00 per 100.**

Mrs. R. McArthur.—An extra fine late white variety. Magnificent clear snow-white flower, hemispherical in form. Stem perfect, with foliage close up to flower. Medium. Late, blooming last of November. **\$4.00 per 100.**

Timothy Eaton.—This certainly is a very giant among its fellows. Flowers are simply enormous; can easily be grown twenty-four inches in circumference. It is the largest globular Japanese incurved white variety yet raised. Color, creamy white. It is particularly fine for commercial purposes, on account of its lasting qualities and the ease with which it can be grown. It is also a superb exhibition variety. It is a splendid keeper and a fine shipper. It is a fine sturdy grower of medium height, with grand stems and splendid foliage. In season about middle of November. **\$3.00 per 100.**

Kate Broomhead.—Undoubtedly the finest bronze variety. Large, massive flower incurving at the tips, making a bold, graceful, handsome flower. Rich shade of golden amber, reverse of petals chrome yellow, lighting up beautifully under electric light. Fine for exhibition or for commercial growing. **\$4.00 per 100.**

Mons. Benjamin Geroud.—The best extra early crimson—as early as *Polly Rose*. Good sized flower and fine color—about the same color as *John Shrimpton*. On account of its earliness, will be found to be exceedingly valuable, as it is ready about October 1st, when chrysanthemums bring the best prices. A fine dwarf, vigorous grower and a first-class variety in every respect, and one that will be found profitable. **\$6.00 per 100.**

Polly Rose.—An extra fine early white variety, identical in every way except color with *Glory of the Pacific*, from which it is a sport. It is the first large white chrysanthemum to come into flower. Extra large flower. Splendid habit. **\$3.00 per 100.**

Soleil d'Octobre (October Sunshine).—An extra fine early yellow chrysanthemum. Flowers are as large and fine as midseason sorts, and are of perfect form and finish. It can be had in flower by October 15th. An ideal commercial variety. **\$3.00 per 100.**

Mrs. Barkley.—A very large and full incurving Japanese flower, measuring at least seven inches in diameter and as much in depth. A grand color—lovely shade of pink, surface coloring rosy mauve, reverse of petals silvery. Fine for commercial purposes and for exhibition. **\$6.00 per 100.**

Nellie Pockett.—An early white variety of mammoth size and of the most artistic form and finish. Flower is creamy white, with long drooping florets curling to the tips, making a solid, compact bloom of the most graceful and lovely form. It is very dwarf, of ideal habit, and a splendid, healthy grower, with grand stem and foliage. Fine for commercial purposes or for exhibition. In season about October 20th. Crown bud should always be used, as terminal bud is deficient in petalage. **\$4.00 per 100.**

Mrs. Jerome Jones.—One of the finest white chrysanthemums ever raised. Flowers of exquisite form and finish; unusually strong, straight stems and very dark green foliage. Medium. Late. **\$4.00 per 100.**

President Graham (Yellow Mrs. Jerome Jones).—A sport from *Mrs. Jerome Jones*, and identical with that variety in every respect except color, which is light canary-yellow, with the same magnificent form and finish. Easily grown. An A No. 1 commercial variety, also a fine exhibition sort. Dwarf. Midseason to late. **\$4.00 per 100.**

Pennsylvania.—A very distinct yellow variety of exquisite form and finish. A sport from *Philadelphia*, but much more desirable, color being bright golden yellow. Always good. Medium. Midseason. **\$4.00 per 100.**

Wm. H. Chadwick.—This is the finest late white chrysanthemum that has ever been introduced, either for commercial purposes or for exhibition. Flowers are pure white, occasionally tinted pearly pink. An ideal grower, with very strong stem and luxuriant foliage. **\$6.00 per 100.**

Eclipse (Yellow Wm. H. Chadwick).—A sport from *Wm. H. Chadwick*, and identical with that variety in every way except color, which is soft yellow—a very clear, pleasing shade. **\$6.00 per 100.**



COL. D. APPLETON.

Glory of the Pacific.—The best very early pink; the first to come into bloom, being ready to cut October 8th. Strong, stiff stem and excellent foliage. Dwarf. **\$3.00 per 100.**

Adele.—A grand extra early pink variety. Flowers are of the largest size, lovely shade of pink, slightly hirsute. Blooms just after *Glory of the Pacific* and before *Mrs. Coombes*. **\$4.00 per 100.**

Mrs. Henry Robinson.—The favorite white; of fine form and substance. Medium. Early. **\$3.00 per 100.**

Major Bonaffon.—One of the very best yellow chrysanthemums. Beautiful flower both in form and color. Medium. Incurved. **\$3.00 per 100.**

Ivory.—A favorite early white variety. **\$3.00 per 100.**

Pink Ivory (Miss Agnes L. Dalskov).—Like *Ivory*, except color, which is a beautiful shade of rose pink, reflex of the strongly incurved petals shading to a beautiful silvery pink. Early. **\$3.00 per 100.**

R. Hooper Pearson.—An exceedingly valuable and very beautiful early yellow chrysanthemum. Large broad-petaled flowers, slightly incurved, deep golden yellow. In season October 15th to 20th, coming into bloom right after *Soleil d'Octobre*. **\$4.00 per 100.**

Mrs. Perrin.—Flower a lovely shade of pink, beautifully formed. Extra fine stem and foliage. Medium. Midseason to late. **\$4.00 per 100.**

Vivand Morel.—Flower of large size and perfect form. Deep rose pink. Fine habit. One of the finest varieties for exhibition and an invaluable commercial variety. Tall. Midseason. **\$4.00 per 100.**

Maud Dean.—An exceedingly popular pink variety. Silvery pink, of largest size. Petals incurved. Medium. Midseason. **\$4.00 per 100.**

Quito.—A very valuable late pink. Dark pink within, lighter without. Blooms November 20th and later. Dwarf. **\$4.00 per 100.**

John Shrimpton.—A favorite dark crimson variety. **\$4.00 per 100.**

Malcolm Lamond.—Beautiful velvety crimson. Does not burn, and is the easiest of its color to grow. It is a very dwarf grower, about two and a half feet high, with beautiful foliage. **\$4.00 per 100.**

Mme. Carnot.—An immense white exhibition sort. No white variety equals it in size and form for exhibition purposes. Tall. Midseason. **\$6.00 per 100.**



WM. H. CHADWICK.

NEW MYRTLE-LEAVED SMILAX.

(*Medeola asparagoides myrtifolia*; *syn.*, *Asparagus medeoloides myrtifolia*; *syn.*, *Myrsiphyllum asparagoides myrtifolia*.)

This is a novelty of exceptional value. There is no doubt but

It will prove as valuable as *Asparagus Sprengeri*,

as it is quite as beautiful, though of an entirely different type. It is very much more delicate and graceful than the common smilax, the leaves being much smaller—only about one-sixth the size,—and the young tendrils being much more artistic than the stiff branches of the common variety, making a much more beautiful green for decorative purposes.

The accompanying illustrations, which are photographs of the two varieties, show the exact comparative difference in the size of the foliage, also the greater beauty and gracefulness of this new variety, much better than we can convey by any description. It also produces many more lateral shoots than the common smilax, and, on account of the greater number of leaves and their smaller size, it makes a much more beautiful and graceful plant. On account of the greater number of lateral shoots produced, it is advisable to carry it up on several strings, thus making it more profitable.

It is even a stronger and more vigorous grower than the common smilax, and its hardiness and durability are most remarkable, strings remaining fresh six to eight days after they are cut, and eight to twelve days when placed in water. It will commend itself to every grower of cut flowers, as there is so little variety in good greens for cut flower work. It is exquisite for fine table decorations, festoons, etc.,—in fact, we believe it will fill a large place in cut flower work of every description.

This new smilax originated in Europe about six years ago, and has proved constant since, and is introduced this year for the first time. Thus far no seed has been obtained, propagation being effected by divisions of the bulbs, which are produced very rapidly. We are pleased to state that we are

SOLE AGENTS FOR THE SALE OF THIS PLANT IN THE UNITED STATES AND CANADA.

Ready for delivery in May.

50c. each, \$5.00 per doz., \$30.00 per 100.

ADIANTUM CROWEANUM.

We are pleased to be able to offer this fine *Adiantum*. It originated with Mr. Peter Crowe, and has been held by him until this time for his own use for growing for the cut flower market on account of its exceptional value and the great profit that he has derived from the sale of the fronds. It has proved so profitable with him that he has devoted his entire place to it for some time, as it has paid him better than any other crop that he could grow. As grown by him, the stems are twice as long and the fronds twice as large as the best *Adiantum cuneatum* that we have ever seen. Mr. Crowe has finally concluded to place it on the market, and it undoubtedly will be in great demand and meet with a large sale, as its value is well established and well understood.

It has brought twice the price of *Adiantum cuneatum*, on account of its much longer stems and larger fronds, and also on account of its greater hardiness. While it retains all the beauty and gracefulness of *cuneatum*, the fronds are much harder, and can be kept longer. The leaf stalks grow eighteen inches or more in height, with large fronds. The fact that it has brought twice the price of *cuneatum* in the cut flower market will be the best index of its value. Those who have a market for *Adiantum* and want something superior, will find this much more profitable than *cuneatum*.

Ready for delivery July 1st.

Strong plants, suitable for 4-in. pots or for benching, \$5.00 per doz., \$35.00 per 100, \$250.00 per 1,000.

Copyright 1904, F. R. Pierson Co.

New Myrtle-leaved Smilax.

Showing the exact comparative difference between this and the common smilax opposite.

Common Smilax.

Showing the exact comparative difference between this and the new myrtle-leaved smilax opposite.

NEPHROLEPIS SCOTTII.

New Dwarf, Compact Boston Fern.

This is a sport from the well-known *Boston Fern*, and is a novelty that will commend itself to the trade. It is quite distinct from the *Boston Fern*, the fronds being shorter and narrower, and they are much more freely produced, making a very compact, finished plant, particularly in the smaller sizes.

Strong runners from bench, three to four fronds, ready June 1st, \$4.00 per doz., \$25.00 per 100, \$200.00 per 1,000.

Large specimen plants, ready May 1st, 6-in. pots, \$2.00 each; 8-in. pots, \$3.50 each; 10-in. pots, \$5.00 each.

FICUS ELASTICA (*Rubber Plant*).

HERE'S A BARGAIN!! Look at these prices!

This certainly is one of the best plants grown for decorative purposes. We have a grand stock. Plants are grown from top cuttings, and have large, perfect, full-sized leaves right to the pot, and are in grand shape.

Strong plants, 6-in. pots, 1½ ft. high	\$4.20 per dozen.
" " 6-in. " 2 " " " " " " " " " " " " " " " "	6.00 " "
" " 6-in. " 3 " " " " " " " " " " " " " " " "	9.00 " "
" " 7-in. " 3½ " " " " " " " " " " " " " " " "	12.00 " "

The larger sized plants offered below will be found very useful for decorating or for any other purpose where large plants are desirable. They are splendid for hotels and many other places where large plants at a moderate cost are desired. Plants are very bushy, and are very cheap at the prices at which they are offered.

Large bushy specimens, 12-in. pots, 3½ ft. high	\$3.00 each.
" " " 12-in. " 4½ " " " " " " " " " " " " " " " "	4.00 " "
" " " 12-in. " 5½ " " " " " " " " " " " " " " " "	5.00 " "



FICUS ELASTICA.

ASPARAGUS SPRENGERI.

This has now become very popular, and is exceedingly valuable for growing for cutting for foliage. No other green that can be grown is so fine, especially to use with carnations. It grows rapidly, keeps well, customers like it, and it is very profitable. It also makes a grand plant for house decoration, and when grown in large sizes, say 6-inch pots or larger, makes one of the finest and most salable house plants.

Extra strong plants, 3½-in. pots \$8.00 per 100.

ASPARAGUS PLUMOSUS NANUS.

One of the most profitable and useful plants now grown; as easily grown as *Smilax*, of which it has largely taken the place, as it is very much more beautiful and desirable in every way. It is grand when grown in long strings, and also makes a very useful pot plant.

Extra strong plants, 3½-in. pots \$10.00 per 100.

SMILAX.

Invaluable on account of its beautiful foliage, which is indispensable in all cut-flower work.

Extra strong plants, 3½-in. pots \$8.00 per 100.



ARAUCARIA COMPACTA.



Copyrighted, F. R. Pierson Co.

ARAUCARIAS.

Small plants grown in pots are most desirable for table and decorative purposes generally. Plants resemble miniature evergreens of perfect symmetry and elegant proportions.

Excelsa.—*Norfolk Island Pine*. This is the variety that has become so popular for commercial purposes for house culture and conservatory decoration.

Fine plants, about 12 in. high	\$.75 each.
" " 15 " " " " " " " " " " " " " " " "	1.00 " "
" " 20 " " " " " " " " " " " " " " " "	1.50 " "
" " 24 " " " " " " " " " " " " " " " "	2.00 " "

Glauc.—A more compact grower than *Excelsa*. The fronds are longer, broader, and heavier, and are of a bluish-green color which has a silvery, glaucous tint.

Fine plants, about 12 in. high \$1.00 each.

Compacta.—The finest variety that has ever been introduced; superior to *Excelsa* in every way. Those who wish to grow Araucarias of a high quality will find *Compacta* a variety *par excellence*.

Fine plants, about 12 in. high \$1.50 each.



NEPHROLEPIS SCOTTII, IN A SEVEN-INCH PAN.

SMALL FERNS FOR FERN PANS.

The use of ferneries as ornaments for the dinner table is now almost universal. Nothing makes so fine an ornament, and nothing is so well adapted for the purpose. We offer a nice stock of the hardiest varieties, a good collection of the best sorts.

Strong plants, 2¼-in. pots \$4.00 per 100.

DRACÆNAS.

Indivisa.—All things considered, probably the very best plant for centre of vases, hanging baskets, etc. It is very graceful, and is not injured by sun or wind in the most exposed situations. We have a large stock of this popular vase plant in splendid shape.

Fine plants, 5-in. pots—the most useful size,—fine for immediate use or for growing on, \$3.00 per dozen.

Massangeana.—Fine plants, 6-in. pots, about 18 in. high . . . \$1.50 each.

Baptisti.—Fine plants, 6-in. pots, about 18 in. high 1.50 "

Goldieana.—Fine plants, 5-in. pots 2.00 "

Bruanti.—Fine plants, 5-in. pots, about 18 in. high75 "



DRACÆNA INDIVISA.

JAPANESE FERN BALLS.

—One of the finest selling novelties ever introduced. A great curiosity. Now in perfectly dormant condition, but when watered and placed in a moist growing temperature, they leaf out and grow rapidly. Florists will find a ready sale for them at a fine profit. \$3.00 per doz., \$20.00 per 100.

THE PIERSON FERN

NEPHROLEPIS PIERSONI

This wonderful new fern, which has attracted so much attention and favorable comment for the last year or two, and which was introduced by us in spring of 1903, has been pronounced

The Most Notable Introduction in Decorative Ferns since *Adiantum Farleyense*

Nephrolepis Piersoni originated with us about five years ago. It is a sport of the Boston Fern, the pinnae of the frond subdividing, each making a perfect miniature frond. The character of the frond is well shown in the photograph on this page, although the picture conveys but a slight idea of the grace and beauty of the feathery, plume-like fronds, which more nearly resemble the graceful ostrich plume than anything else in nature to which we can compare them. The photograph of a plant on the last page gives a very good idea of the feathery, plume-like fronds, although one has to see a plant in growth to appreciate its beauty and value. The fronds grow broad and heavy, measuring at least six inches across when fully developed, increasing in beauty as they develop. On account of the weight of the foliage, the plant assumes an exceedingly graceful appearance, and, owing to the fullness of the fronds, even small plants are well furnished, making much more symmetrical and beautiful plants than the Boston Fern. The divided pinnae, or the miniature fronds, keep growing constantly, showing two distinct shades of green, the ends being a light green, while the centre and main part of the fronds shows a dark, rich shade, the contrast producing a very beautiful effect, greatly enhancing the beauty of the plant.

The Most Valuable Novelty Introduced in Many Years.

It is wonderfully valuable, not only on account of its beauty, but also on account of its ease of culture, hardiness, and general adaptability. It has all the free-growing, hardy characteristics of the Boston Fern, and, like that plant, is equally suitable for house culture and a much more beautiful plant for greenhouse and conservatory decoration; in fact, it is a plant that appeals to every one, and on that account will prove a much more valuable and profitable plant than the Boston Fern, which has had the most phenomenal sale of any decorative plant that has ever been grown, but which cannot be compared to *Nephrolepis Piersoni* for beauty and general effectiveness. Every one who has seen it is charmed with it. As some one has expressed it, "There is nothing like *Nephrolepis Piersoni* in cultivation. In decorative effect it so far out-distances the original variety (the Boston Fern) that there is positively no comparison to be made." We consider it *the most valuable novelty that has been introduced in many, many years.*

Besides its value as a decorative plant, it is very valuable for cutting to use with cut flowers. There is nothing more acceptable or satisfactory in boxes of assorted flowers, and the handsome fronds can also be used very effectively in the finest table decoration.

The following flattering endorsement received from the Society of American Florists at the Milwaukee Convention, August, 1903—a year after the original award—is a stronger testimonial to its worth than

Another Gold Medal Award.

"F. R. Pierson Company, Tarrytown-on-Hudson, N. Y., showed a magnificent lot of *Nephrolepis Piersoni*, which was awarded the gold medal of this Society at Asheville in 1902. As it has already received the highest possible award in the gift of the Society of American Florists, your committee can make no further award at this time; but we wish to say that *another year has only further demonstrated its great value commercially and confirmed the judgment of the committee in awarding it the first and only gold medal so far given by this Society for any new plant.*"

A Few Hints Regarding Culture.

This fern is an exceedingly strong grower, and in order to perfectly develop the beauty of its broad, heavy fronds, it should be grown in very light houses, with practically no shade, and should be given plenty of air. It should be grown a little warmer at night than carnations—say in a temperature of 55 to 60 degrees, but requires an abundance of air in the daytime. It needs good, rich soil, and is improved by heavy feeding. It grows fastest and best when planted out on benches, and should be given plenty of room to develop. After the plants have attained the required size they should be lifted from the bench early in the fall and established in pots for a month or two before selling time. When properly grown and given the requisite amount of light, air, and room, the fronds develop perfectly, making magnificent symmetrical specimens; but if grown close together and in a dark house, the plants will not develop perfectly, and will not give the satisfaction that they otherwise would.

If the above cultural instructions are followed, we will guarantee that nothing that one can plant will prove so profitable and salable as this most beautiful fern. We find the beautiful specimens which we handle the most profitable and readily salable plants that we have ever sold, and anyone who gives it the proper treatment cannot fail to be pleased with it.

Greatly Reduced Prices this Season.

Owing to the large demand for this fern last season, it was necessarily held at a high price, and it was difficult to meet the demand even at the high price; but now that we have succeeded in accumulating a large stock, we are in position to offer it at a popular price, within the reach of every grower, and we anticipate a tremendous demand for it this season. We have reduced our prices as low as our stock and the demand which we anticipate will permit, and any offers for less money will unquestionably be at the expense of quality.

The young stock here offered is extra strong, heavy established plants from 2½-inch pots, and not runners from the bench. Buyers will find this heavy established stock from 2½-inch pots much better value and much cheaper than runners from the bench at any price. Now that we can offer the *Pierson Fern* at only a slight advance over the price for which the *Boston Fern* can be bought, it will be found the most profitable stock that florists can put in for a summer crop, and will pay twice or three times as well as the Boston Fern, besides being much more salable on account of its beauty and scarcity.

Strong plants, 2½-inch pots, \$8.00 per 100, \$75.00 per 1,000.

Large Specimen Plants.

We desire to call particular attention to our large stock of specimen plants ready for immediate sale. These are grand, strong established pot-grown plants in the very best possible condition—not plants overpotted or lifted from the bench—and are exceedingly cheap at the prices offered. Stock is in grand shape, and we will guarantee that every shipment will give perfect satisfaction. Florists can not only double their money on these large plants for immediate sale, but by shifting the plants into larger pots and holding them a couple of months, their value can be again doubled. Retail florists with stores will find this gilt-edged stock for retailing, and one of the quickest selling and most profitable plants that they can handle.

Fine plants, 5-inch pots, 50c. each; extra fine plants, 6-inch pots, \$1.00 each.
Fine specimens, 8-inch pots, \$2.00 each; extra fine specimens, 10-inch pots, \$3.00 each.



PHOTOGRAPH OF A FROND OF NEPHROLEPIS PIERSONI
Showing how the pinnae divide, making miniature fronds.

AWARDED SIX GOLD MEDALS!

The Society of American Florists.

The only gold medal ever awarded by the National Society.

The Massachusetts Horticultural Society.

A rare distinction, having been awarded only a very few times in the history of the Society.

The Horticultural Society of New York.

For the best horticultural novelty.

The Pennsylvania Horticultural Society.

Pronounced "the star of the show."

The Great Kansas City Flower Show.

For the best new plant of sterling merit.

The Rhode Island Horticultural Society.

Chicago Horticultural Society.

The judges recommended that it be given the highest award possible in the gift of the Society

FOUR SILVER MEDALS! THE HIGHEST POSSIBLE AWARDS

American Institute, New York City.

The Pacific Coast Horticultural Society.

Flower and Sculpture Exhibition, Madison Square Garden, New York.

For the best new and meritorious plant of American origin.

Tarrytown Horticultural Society.

For the best new decorative plant not now in commerce.

These are Exceptional Awards

The highest honors that can be bestowed on any horticultural novelty in America, and an endorsement never before received by any other new plant.

Of the very many favorable Press Notices we quote the following:



"The Massachusetts Horticultural Society, always ready to recognize especial merit, has awarded a gold medal to Messrs. F. R. Pierson Co., and the committee was a unit in voting this award. This was indeed a rare award, but it only goes to show how this fern appealed to a committee of conservative, experienced florists and gardeners."—*The Florists' Exchange*, March 29, 1902.

"The most sensational feature (at the Massachusetts Horticultural Society's Spring Exhibition at Boston) was Pierson's *Nephrolepis Piersoni*, which received the rare distinction of a gold medal. It was pronounced the most notable introduction in decorative ferns since *Adiantum Farleyense*."—*American Florist*, March 22, 1902.

"The third annual meeting and exhibition of the Horticultural Society of New York was held in the New York Botanical Garden on Wednesday and Thursday, May 14th and 15th. To the trade in general the most important feature of this annual show is the contest for the \$50 cash prize offered for 'the best horticultural novelty in plant, flower, fruit, or vegetable.' There were entered for this prize six different subjects. The judges awarded the prize to *Nephrolepis Piersoni*. The several plants on exhibition were in perfect condition, and showed to the most casual observer the superior decorative qualities that this fern possesses over others. It is almost two years since we first drew attention to this fern, when it was predicted that it would be a winner when introduced. The fact of its capturing the gold medal of the Massachusetts Horticultural Society and the \$50 prize of the Horticultural Society of New York proves beyond a doubt that it is, all in all, the finest *nephrolepis* to date."—*The Florists' Exchange*, May 17, 1902.



REPORT OF THE JUDGES.

"Many magnificent specimens were staged, of various sizes, both in pots and pans. The committee considers this the finest decorative fern introduced in recent years. Among *Nephrolepis* it represents what *Farleyense* is among the *Adiantums*, and the committee strongly recommends that it be awarded a gold medal."

Signed HARRY PAPWORTH,
WILLIAM SCOTT,
LEWIS ULLRICH,

Asheville, N. C., August, 1902.

Judges S. A. F. Convention

"*Nephrolepis Piersoni*, the famous and beautiful sport of the *Boston Fern*, was last night awarded the gold medal of the Pennsylvania Horticultural Society. It already had four of these coveted tokens, won at the New York, Kansas City, and Boston Shows, and one awarded by the Society of American Florists. Visitors at our own Philadelphia Show last night were enthusiastic over the fern. One large plant was surrounded by a number of smaller ones. Its heavily plumed fronds certainly add to its graceful beauty and give it a look of truly tropical luxuriance. The great feathery plumes both stand and droop in admirable fashion."—*Philadelphia Record*, November 12, 1902.

"A visit to Tarrytown was both interesting and educational. F. R. Pierson has had a wonderful season. *Piersoni* has gone 'to the ends of the earth' without a dissatisfied customer, and it is a record to be proud of. To please and give value to patrons is the whole story in a nutshell, and on that basis Mr. Pierson has disseminated his wonderful fern, and the total sales have exceeded all expectations, but it is nothing to what the house anticipates and is providing for another season. The stock ready for immediate delivery is abundant and in good condition. Another medal, the silver one of the Pacific Coast Horticultural Society, San Francisco, was won by *Piersoni* this month. Mr. Pierson has great faith in the future of the fern, and the large advance sales at present prices indicate a tremendous demand when the price is lowered in the fall. All the houses at Tarrytown are full of it, and thousands of plants in 6-inch and 8-inch pots are being made ready for retail demand in September. Mr. Pierson's immense new greenhouse at Scarborough will also be devoted entirely to *Piersoni* this fall."—*Florists' Review*, May 28, 1903.

"The *Pierson Fern* has no doubt achieved a greater success as a horticultural novelty than has been accorded to any other fern or decorative plant. The demand for this fern has exceeded all expectations, but with the ample resources at command, all orders are now filled to date, and there are several houses of 2½-inch pot plants that are ready for immediate delivery. A number of the stock plants are being grown into specimens, which by the time autumn arrives will be grand subjects for large retail work. There is little room for doubt but that it will pay to grow this fern for cut purposes. The large fronds when fully developed make a beautiful green very suitable for laying on the cloth for a dinner-table decoration, and a green that will not wilt before the dinner is over."—*The Florists' Exchange*, May 30, 1903.

"We believe *Nephrolepis Piersoni* is the most decorative fern in existence. This new fern will surely meet with a larger sale even than the popular *Boston Fern*, because of its more graceful appearance. It makes a beautiful specimen plant. It is just as hardy and as easily propagated. Its gracefulness is enhanced in the older plants on account of the pendent nature of the individual pinnae, and as a small pot plant it is most desirable owing to the mossy effect created by the young fronds."—*The Florists' Exchange*, March 8, 1902.

"A new decorative fern, and one of handsome appearance, is now being introduced to notice under the name of *Nephrolepis Piersoni*. We have had the plant under observation for fully two years, and have looked forward with interest to the time when it would be put before the public, feeling that it was destined to at once become a standard favorite for the commercial florist as well as for the private gardener. In decorative effect this new fern so far out-distances the original variety that there is positively no comparison to be made."—*American Gardening*, March 8, 1902.

"You have all noticed how scarce the *Boston Fern* is of late and the great demand for it. The wonderful *Nephrolepis Piersoni* cannot supplant it yet, because there are not enough to go around. When the latter beautiful fern is common, all other *Nephrolepis* will have to retire to the rear to be seated."—*Wm. Scott in Florists' Review*, April 30, 1903.



Report of Committee on Plants, from the Transactions of the Massachusetts Horticultural Society for the year 1902,

"By far the most important and remarkable new plant that has been shown before the Society for many years was placed on exhibition at the March Show by the F. R. Pierson Company, of Tarrytown, New York, and was shown under the name of *Nephrolepis Piersoni*. It originated with them as a sport from *N. exaltata Bostoniensis*, and is very interesting botanically, as well as of great value commercially. Instead of the fronds being simply pinnate, as in the original form, the pinnæ have become divided, making the frond twice pinnate. At the same time, the power of indefinite extension of the tips of the fronds, a characteristic peculiar to *Nephrolepis*, seems to have been communicated to the pinnæ, thereby making the fronds of great width and beauty in a well developed plant.

"There was also exhibited by L. H. Foster a similar variety of the same plant under the name of *Nephrolepis Fosteriana*. There was the same division of pinnæ, but while this was noticeable only in the sterile fronds of Pierson's variety, it was confined to the fertile ones only in Foster's, thereby producing a much different effect and less beautiful. The Pierson variety was so remarkably distinct, and at the same time of so much commercial value, that we considered the plant worthy of the highest award offered by the Society; WE THEREFORE AWARDED IT THE GOLD MEDAL. The *N. Fosteriana* was awarded a First-Class Certificate of Merit."

